



# MARYLAND'S INCUBATOR UPDATE

*Nurturing Maryland's Technology Future*

**Most Recent News on Maryland's Business Incubators**  
**Presented by the MBIA ([www.MDBusinessIncubation.org](http://www.MDBusinessIncubation.org))**

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## **Angels and Eggs Event to be Held October 24 at the Johns Hopkins University Applied Physics Laboratory**

Twelve companies have been selected to present at **Angels and Eggs**, which will be held Fri., October 24, 2003 at the Johns Hopkins University Applied Physics Laboratory's (JHU/APL) Kossiakoff Center. The program brings together the best Maryland incubator companies and the most influential Angel and early-stage investors. Along with networking opportunities, incubator companies receive investor education, presentation readiness training and coaching.

The companies that have been selected to present are: Advanced Vision (MTDC); axonX (ETC); Business Devices (NeoTech); Chesapeake PERL (TAP); Columbia Tech (techcenter@UMBC); Expression Pathology (ETC); Fluorometrix (techcenter@UMBC); Plethora (NeoTech); Salar (ETC); Sensics (ETC); Shreis Cardiotech (formerly Austin Systems) (MTDC); and Votara (NeoTech).

Angels and Eggs is sponsored by American Express Tax & Business Services, the Maryland Technology Development Corporation (TEDCO), Saul Ewing and Results-Count. Partners of the event are the MBIA, JHU/APL and Simplicity Networks. Please contact Charina Chatman at 410-313-6550 or [cchatman@hceda.org](mailto:cchatman@hceda.org) for more information, or visit [www.angelsandeggs.com](http://www.angelsandeggs.com).

## **Chesapeake Innovation Center (CIC)**

**Annapolis, MD**

[www.cic-tech.org](http://www.cic-tech.org)

Contact: John Elstner, email: [jelstner@cic-tech.org](mailto:jelstner@cic-tech.org)

### ***New and Noteworthy:***

- The **Chesapeake Innovation Center (CIC)** celebrates its grand opening this month at a ribbon-cutting ceremony and reception. The incubator is in its fifth month of operation and houses five client companies with two additional tenancies expected by month's end.

## **Emerging Technology Center Baltimore, MD**

[www.etcbaltimore.com](http://www.etcbaltimore.com)

Contact: Ann Lansinger, email: [annlansinger@etcbaltimore.com](mailto:annlansinger@etcbaltimore.com)

### ***New and Noteworthy:***

- **The Emerging Technology Center (ETC)** is hosting a Brown Bag Lunch, "How to Read Your Financial Statement Like a Banker," on Wed., October 8, 2003 at 12 p.m. Elaine McCubbin, CPA, an ETC Board member, will discuss what banks look for when considering loan requests, and how you can help expedite the loan process and ensure your success in obtaining funding for your small business. For more information, contact Kim Anderson at 410-327-9150 or [kanderson@etcbaltimore.com](mailto:kanderson@etcbaltimore.com).
- **Expression Pathology, Inc. (EPI)** was awarded the prize for the best poster presentation at the Protein Biomarker meeting in Philadelphia. Judges declared EPI's technology, which will enable high-throughput analysis of proteins in human clinical tissue, as "the most promising new platform technology with broad potential applications across biological research."
- **Sensics** won a consulting agreement with Kaiser Electro-Optics (KEO), the leader in head-mounted displays and related technologies for the defense industry, and subsidiary of Rockwell-Collins. Dr. Larry Brown, Sensics' President and COO, will serve as a liaison between California-based KEO and General Dynamics Robotics Systems in Owings Mills, MD. Sensics, a high-tech hardware startup that specializes in virtual reality headsets, will begin its consulting services this month.

### ***Graduate News:***

- **Key Technologies, Inc.**, has received three Small Business Innovation Research (SBIR) grants from the National Institutes of Health (NIH). The development of a handheld medical device for measuring hematocrit in blood was funded for both Phase I and Phase II studies. Key Technologies has completed prototypes and is currently in negotiations with several medical device firms to license and manufacture the device. The third grant, a Phase I SBIR, currently on-going and pre-market, is to develop a tool to facilitate quick placement of EEG electrodes on the head for monitoring of sleep apnea. The electrodes use hair strands for anchoring, thus avoiding the current shaving and gluing process, saving time and money and increasing patient comfort. For its developments in the field of sleep apnea treatment, Key Technologies, Inc., received an Innovator of the Year Award from *The Daily Record*.
- **Marinalife, LLC**, an Internet-based marine reservation software developer, announced the launch of Places Nearby, which will be offered to Premium or Platinum members of its service. Accessed at [www.marinalife.com](http://www.marinalife.com), Places Nearby allows boaters to easily find restaurants, hotels, grocery stores, spas and other services, wherever they dock.
- **Reactive Nanotechnologies (RNT)**, a provider of high-tech products and solutions for component joining, is preparing for commercial distribution of its new product. The technology enables rapid joining of similar and dissimilar materials without incurring thermal damage. This promises to increase productivity, reduce costs and enable product innovations while overcoming existing technical limitations and promoting the use of lead-free solder. The product, in the form of multi-layer foil, is scheduled to be commercially available by early 2004.
  - Additionally, to help finance the new product launch, **RNT** has secured \$800,000 in bridge financing from Toucan Capital, SAS Investors and the Maryland Department of Business and Economic Development (DBED). RNT also has been awarded a \$1.9 million grant from the National Institute of Standards and Technology's Advanced Technology Program (ATP). These funds will be used to establish mass production manufacturing processes geared towards the product's launch to broader markets.

## **Maryland Technology Development Center (MTDC) Rockville, MD**

[www.mdhitech.org/entrepreneur](http://www.mdhitech.org/entrepreneur)

Contact: Duc Duong, email: [dduong@md.hitech.org](mailto:dduong@md.hitech.org)

### ***New Tenant:***

- **Burnside Partners, Inc. (BPI)** – Dr. Stephen Nightingale, Founder and President

**Burnside Partners, Inc. (BPI)** develops, manufactures and markets microscopic markers for foods, pharmaceuticals, objects of value, and process controls. These markers, although invisible and essentially weightless, can carry an arbitrary amount of information, such as but not limited to a uniform product code.

***New and Noteworthy:***

- **Austin Systems**, a medical instrument company that develops and markets a non-invasive cardiovascular cartography imaging system and associated cardiology software, has changed its name to **Shreis Cardiotech**. The change was made to better illustrate the company's mission, and to avoid confusion with a similarly named Texas company.

***Graduate News:***

- **Protiveris**, which employs 14 people, has graduated from the MTDC, expanding to a larger facility in the Shady Grove Life Science Center in the Montgomery County biotech research park. The company develops proprietary microcantilever technology that is used to speed up the discovery of new drugs through new protein identification. Protiveris is the fourth company to graduate from the MTDC this year.

## **Technology Advancement Program (TAP)**

### **University of Maryland College Park**

[www.tap.umd.edu](http://www.tap.umd.edu)

Contact: Irene Barbe, email: [ih2@umail.umd.edu](mailto:ih2@umail.umd.edu)

***New and Noteworthy:***

- The **Technology Advancement Program (TAP)** on October 1 welcomes its new director, Scott Magids, who has for the past year served as Assistant Director of the Maryland Technology Enterprise Institute (MTECH). Magids brings eight years of experience as an entrepreneur, previously president and founder of Robert Charles Group, Inc., a venture capital, strategic consulting and private equity advisory firm. Ed Sybert, previous director of TAP, is resuming his previous responsibilities in the Biotechnology Program of MTECH, where he offers assistance to the state's industry, offering the resources of the University System of Maryland. In addition to bioprocess scale-up and optimization through the Bioprocess Scale-Up facility at College Park, the program also offers workforce training and productivity enhancement assistance.
- **Chesapeake PERL, Inc. (C-PERL)** has received a \$2 million, three-year National Institute of Standards and Technology's Advanced Technology Program (ATP) grant to genetically transform caterpillars in order to produce humanized glycoprotein modifications. The planned work for the ATP grant is to enhance the C-PERL expression system, which develops high value proteins, including human therapeutics, by incorporating biological pathways into caterpillars (Transpillars) that will produce mammalian glycoprotein structures rather than those naturally occurring within insects. Using Transpillars to manufacture therapeutic proteins will increase the number of likely drug targets available for production in the C-PERL system. C-PERL is collaborating with the University of Wyoming and Notre Dame on this project. TEDCO is providing matching funds.

## **techcenter@UMBC**

### **University of Maryland, Baltimore County**

<http://www.umbc.edu/techcenter>

Contact: Walt Schulz, email: [wschulz@umbc.edu](mailto:wschulz@umbc.edu)

***New and Noteworthy:***

- The **techcenter@UMBC** will host an Entrepreneurship Speaker Series on Tues., October 21, 2003. The event will address the concept of "market valuation" and assess value based on various aspects such as the stage of development, IP, sales/profitability, life cycle of a company and industry factors. For more information email [techcenter@umbc.edu](mailto:techcenter@umbc.edu) or call 410-455-5900.
- **Chondros, Inc.**, a development stage company focused on tissue engineering of bone and cartilage for orthopaedic, otolaryngologic, and maxillofacial applications, has been awarded a MIPS grant.
- **bwtech@UMBC** is breaking ground on its second building, located at 5523 Research Park Drive. The new multi-tenant building is a three-story, 60,000-square-foot, Class A building designed with state-of-the-art telecommunications and power infrastructure for either office or wet lab use.

- **Columbia Technologies, LLC** has been named a Rising Star in Deloitte & Touche's Fast 50 Program for Maryland. The Rising Star award is a special designation for fast-growing companies that have been in business for three or four years and are part of the Maryland Technology Fast 50 program. Columbia Technologies, LLC is an integrated environmental sampling, testing and analysis firm that works to further develop new technologies particularly in the area of chemical sensors data management systems and Internet-based applications.

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## **Maryland Technology Development Corp. (TEDCO)** **[www.MarylandTEDCO.org](http://www.MarylandTEDCO.org)**

### **TEDCO Allocates \$200,000 to Maryland Business Incubators**

TEDCO and the MBIA announced the allocation of \$200,000 to 11 of Maryland's business incubators. The funds will be used by the incubators to provide intensive business assistance to tenants and affiliates and to provide market and technical assessments of companies and products.

Funding is provided in part from a grant received from the federal Economic Development Administration (EDA), matched by funding from TEDCO and the Maryland Department of Business and Economic Development. Funds were allocated through a formula developed by MBIA, which included square footage, number of companies and types of business services.

### **TEDCO & The Johns Hopkins University Applied Physics Laboratory (APL) Renew Partnership Agreement for Tech Transfer**

Tech transfer officials from APL and TEDCO last month renewed their Memorandum of Understanding (MoU) for an additional three years at the Technology Partnering Showcase at APL. Present at the signing were representatives from Senators Paul Sarbanes' and Barbara A. Mikulski's offices; Dr. Phillip Singerman, executive director of TEDCO; and Wayne Swann, director of technology transfer at APL. The MoU helps to increase tech transfer initiatives with APL technology and resources.

The MoU will allow companies who enter into agreements through TEDCO's Federal Laboratory Partnership Program (FLPP) or the Maryland Technology Transfer Fund (MTTF) to become aware of APL's technical advancements and R&D capabilities in an effort to facilitate technology transfer and foster Maryland's economic development. Since the inception of a formal technology transfer program in 1999, APL has started 9 companies and has signed license agreements with more than 70 companies, nearly half of which are in Maryland.

TEDCO's next technology partnering showcase will be with NSA on Wed., November 12. For information, visit <http://www.marylandtedco.com/news/calendar.html>. For more information on the FLPP, visit [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org).

### **TEDCO Event: MTTF Briefing**

TEDCO will hold an informational briefing Fri., October 10, 2003 from 2 – 3:30 p.m. to present details of its Maryland Technology Transfer Fund (MTTF) program. The briefing, held at TEDCO's Columbia, MD offices, will teach companies how to use one of TEDCO's capital programs, the MTTF, to help transfer technology from Maryland universities and federal laboratories to the marketplace. The program will include a description of the MTTF program, eligibility requirements, guidelines for effective proposals, proposal submission and review process, and the terms of the agreement, among others. Cost is free, but registration is required.

For more information or to RSVP, call Linda Saffer at 410-715-4175 or [info@marylandtedco.org](mailto:info@marylandtedco.org).

## **TEDCO Event: SBIR Bidder's Workshop**

A Phase I SBIR Bidder's workshop for Maryland R&D capable companies will be held Tues., October 14, 2003 from 8 a.m. to 5 p.m. at the Conference Center at the Maritime Institute. This workshop teaches you how to approach the Phase I application in a way that will give your business a competitive edge, develop project plans and "think through" the application process. The Maryland Technology Development Corporation (TEDCO), The Chesapeake Innovation Center and the Anne Arundel Economic Development Corporation sponsor the workshop.

All Maryland businesses are welcome. Minority and woman-owned businesses are strongly encouraged to attend. Cost is \$50 for Maryland companies and registration is required.

For more information and to register, email Morgan Allyn at [mallyn@marylandtedco.org](mailto:mallyn@marylandtedco.org).

*The Maryland Technology Development Corporation (TEDCO) has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and the development of technology-based businesses. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.*

*MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.*

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